

THE DIRECTOR OF CENTRAL INTELLIGENCE

WASHINGTON, D.C. 20505

12 October 1982

National Intelligence Council

NOTE FOR: Chairman, NIC

THROUGH : Vice Chairman, NIC

FROM : Dave Gries

SUBJECT : Request to Hold Conference on Chinese Negotiating Style

Dick Solomon has completed about two-thirds of our RAND contract on Chinese negotiating style. As you may recall, it was our intention from the outset to stage a conference towards the end of his labors. The conference date is 22 November. All the conferees have had experience in negotiating with the Chinese and should be able to critique Dick's research. Although the conference is large the cost should be modest. We plan to use RAND's conference room on M Street, thus greatly simplifying problems of access to CIA Headquarters. RAND will pay for the lunch but we must pay for transportation and one day's per diem at \$75 per day for those from out of town. A tentative list of conferees follows; an asterisk indicates travel costs should be anticipated.

Ambassador John Holdridge
Assistant Secretary of State for East Asia Pacific Affairs

Bill Rope
Country Director, China, State

Roger Sullivan
Former Deputy Assistant Secretary of State
Currently Executive Director, Council for US-China Trade

* [redacted]
Partner in a San Francisco law firm

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* [redacted]
Partner in Coudert Brothers law firm, New York

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* Ambassador Leonard Woodcock
Former US Ambassador in Beijing
Currently at the University of Michigan

[redacted]
NIC Consultant

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* [redacted]
Professor of Political Science, MIT

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- * Michael Oksenberg
Former NSC Senior Staff Member
Currently Professor, Political Science, University of Michigan
- * Winston Lord
Former Director of Policy Planning, State
Currently head of the Council on Foreign Relations in New York
- Ambassador Bill Gleysteen
Former Deputy Assistant Secretary of State and US Ambassador to Korea
Currently Director of the Asia Society, Washington

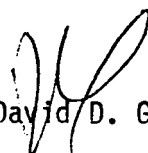


William Hyland
Member of Brookings

Dr. Gaston Sigur
Director of East Asia, NSC

There will also be three or four OEA/DDI analysts.

Travel costs, at an average of \$200 per traveller, should not exceed \$1200. Per diem costs, offered only to travelers, should not exceed \$450. Consultant fees of \$221.12 will be paid to all conferees who are not current US Government employees. This will add \$1243.32. Thus the total cost for the conference should be about \$3882.32.


David D. Gries

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